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Message Text

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46
ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 USIA-15 /033 W
---------- 008394
P R 201315Z OCT 76
FM AMCONSUL DHAHRAN
TO SECSTATE WASHDC PRIORITY 5046
INFO AMEMBASSY CAIRO
AMEMBASSY JIDDA
AMEMBASSY KUWAIT

UNCLAS DHAHRAN 1323

E.O. 11652: N/A
TAGS: BEXP, SA
SUBJECT: PROPOSED STATE OF ILLINOIS IOGA TRADE MISSION

REF: STATE 243949, KUWAIT 4690

1. REGRET DELAY IN REPLYING TO REFTEL. MATTER OF ILLINOIS TRADE MISSION (ITM) VISIT WAS DISCUSSED BY POST'S ECON/CMI OFFICER DURING VISIT EARLIER THIS WEEK WITH COMMERCIAL COUNSEPVR IN JIDDA. IN GENERAL POST PLEASE TO WELCOME ITM TO DHAHRAN AND, NOTING MISSION WILL BE DEVOTED TO CONSTRUCTION EQUIPMENT AND MACHINERY FIELD, BELIEVE IT WILL HAVE USEFUL STAY IN EASTERN PROVINCE,

2. OUR ONLY CONCERN IS LENGTH OF MISSION'S STAY -- FIVE DAYS. UNTIL WEISEE PRODUCT LINES OFFERED BY COMPANIES REPRESENTED IN ITM IT IS DIFFICULT FOR US TO BE CERTAIN IF EACH MEMBER SHOULD REMAIN HERE THAT LONG TO COVER MARKET. ALSO, WISHING IN NO WAY TO APPEAR INHOSPITABLE, WE NOTE THAT THIS IS A SMALL POST AND OUR RESOURCES TO HANDLE TRADE MISSIONS HAVE THEIR LIMITS. BY FEBRUARY WE EXPECT TO HAVE ONLY ON ECON/CML OFFICER AND ONE FSL WHO CAN ASSIST ITM AND THEY WILL HAVE TO DEVOTE THEIR FULL ENERGY TO THE TASK -- TO THE EXCLUSION OF EVERYTHING ELSE -- WHILE THE ITM IS HERE AND FOR DAYS IN ADVANCE OF ITM'S VISIOIM CONSEQUENTLY, WE WOULD LIKE TO HOLD ITM TO THREE WORKING DAYS IN DHAHRAN AND, SINCE DHAHRAN IS THE LAST STOPOVER IN VISIT,
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ALLOW FOR EXTRA DAYS FOR CERTAIN MEMBERS OF ITM AS IT SEEMS

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APPROPRIATE.

3. IN OFFICIAL-INFORMAION POST FROM CAGNEI(EDMONDS), DATED SEPTEMBER 288#IT WAS EXPLAINED THAT JOHN DEERE PLANS TO JOIN MISSION. THIS MATTER WAS MENTIONED TO THREE-MAN DEERE TEAM (BASED OUT OF DEERE'S BRUSSELS OFFICE) WHO HAVE VISITED CONSULAR DISTRICT TWICE THIS YEAR TO MARKET DEERE'S LINE OF CONSTRUCTION EQUIPMENT AND DEVELOP STRONR LOCAL AGENT/ CUSTOMER RELATIONSHIP. BRUSSELS TEAM WAS UNAWARE OF HOME OFFICE'S PLAN TO PARTICIPATE IN ITM VISIT. THIS, IN TURN, MADE US QUESTION HOW USEFUL IT WILL BE TO
INCLUDE DEERE IN ITM WHEN ANOTHER ELEMENT OF COMPANY IS WORKING VERY HARD TO DEVELOP THIS GROWING MARKET FOR THE HOME OFFICE. THUS IF DEERE STAYS IN ITM, WE WOULD APPRECIATE SPECIFIC GUIDANCE AS TO HOW WE SHOULD PROGRAM THE DHAHRAN STOPOVER. TEAM FROM BRUSSELS HAS HAD NUMBER OF INTERESTING AND USEFUL DISCUSSIONS WITH LOCAL COMPANIES AND WE WOULD NOT WISH TO HAVE DEERE MEMBER IN ITM SPEND TIME GOING OVER SAME GROUND AS HIS COLLEAUES FROM BRUSSELS.

4. WE ENDORESE REQUESTS MADE IN PARA 2 OF REF EMBTEL. WE ASK, BECAUSE OF POOR LOCAL MAIL SERVICE, THAT BROCHURES BE DELIVERED TO POST ONE MONTH BEFORE START OF ITM VISIT.
BUSHNELL

NOTE BY OC/T: #AS RECEIVED

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